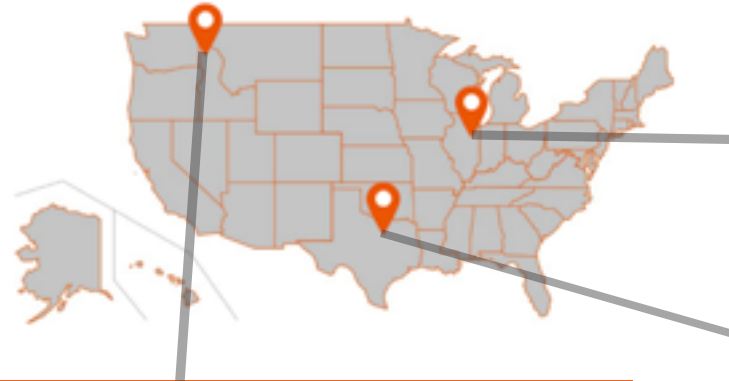


THE HUMAN-CENTRIC MINDSET & DSM SUCCESS

VOL.2

What does it take to be successful at dental sleep medicine? Having the willingness to take a new approach can make all the difference. The question of if and how a human-centric mindset makes a practice more adept at DSM was the focus of our last article in the May 2018 DSM Insider. A discussion at this year's AADSM inspired a number of professionals to share their thoughts about the human-centric approach, that moved the discussion forward in the following feature.



Erin Elliott, DDS

Post Falls Family Dental and Sleep Better Northwest
Post Falls, ID



“The human-centric approach truly is connecting the dots for the patient.”

Watch Dr. Elliott speak on how introducing a human-centric approach during a patient consultation can make a difference.

Which side better represents you?

	“Fix a car”	“Grow a tree”	
Restorative Dentistry	Eliminate a symptom	Manage patient health	Dental Sleep Medicine
	Focus more on issues	Focus more on outcomes	
	Patient’s motivation is known	Patient’s motivation is to be discovered	
	Looking at the mouth	Looking at the person	
	Manual skill (Chair time is for drilling)	Interpersonal skill (Chair time is for listening)	
	Practice relies on skilled dentist	Practice relies on skilled team	
	Fulfill one’s responsibility	Reach out to other partners proactively	

Ryan C. Javanbakht
Co-founder of SleepTest.com
Chicago, IL



“The numbers aren’t everything. What’s interesting is you can take those numbers to physically tell a story.”

Hear what Ryan has to say about applying the human-centric approach when you discuss your patients’ sleep test results with them.

“If we do not pay attention to what got patients into the office and think we know more about them and their problem than they do, that’s a big mistake and they can see that.”

Hear Dr. Smith explain how the human-centric approach can even influence your relationship with primary care physicians.

Kent Smith, DDS
Sleep Dallas
Dallas, TX



Read more discussions about the Human-centric mindset & DSM success. [Read ▶](#)

Click [here](#) for other useful reads at wholeyou.com

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